Raising The Bar OOLKIT

Sysco -

UGUST 2020

Re-open and reinvent your bar with simple, yet profitable foodservice solutions





Overcome Adversity and Profitably Reopen Your Bar

The majority of states across the union are reporting increased incidences of COVID-19. The foodservice industry has been hit particularly hard, as states continue to add additional business restrictions to stay open to the public. Bars and pubs have been forced to close and are mandated to meet specific guidelines before reopening. Many bar owners face the reality that to open, they have to classify as a restaurant, meaning they must meet a specific food to alcohol sales ratio.

By creating a simple and easy to execute food menu, you will be able to profitably open your business to your clientele and beyond once again. This toolkit serves as a guide to help you navigate implementing a food program into your business.

Sysco has the people, products, tools, and desire to help you succeed. While this toolkit will help get you started back on the path to profitability, please connect with your local sales consultant and business resources team for customized ideas. If you are not yet a Sysco customer and would like to have our team of experts work with you, click <u>HERE</u>, and we will be in touch with you shortly.

Please review federal, state and local regulations to ensure your compliance with the law. For safety and sanitation, stay up to date and check the latest information on CDC.gov. Consult your legal advisors regarding any risks associated with starting a new venture or implementing any recommendations.



WHAT'S INSIDE:

PROCESS AND STAFFING

Weighing Your Options Planning Staffing and Workflow **Customer Ordering Process** PRODUCTS

The Importance of Cross Utilization Concepts, Recipes and Product Guides Go Disposable Keeping It Clean

TECHNOLOGY

iCare Partners -Ordereze Sysco Studio

MARKETING AND ICARE

Menu: Engineering/4 Ps Menu Design **Contactless Menus Communicating For Success** Social Media Recommendations/Messages Marketing Signage Bar Talk Q&A iCare Partners - Curated List Ordereze **Constant Contact**





WEIGHING YOUR OPTIONS

In some situations, operators are being forced to make business-critical decisions about how they are going to produce meals to satisfy their state regulations when it comes to reclassifying the establishment as a restaurant rather than a bar. In this battle for survival, you have options. Below are three of the most common solutions we see bar owners in similar situations making, along with a list of things to consider for each choice. As always, be sure to consult with local agencies to ensure that you are operating legally within the established framework and guidelines.



When a brick and mortar kitchen is not an option; operating a food truck may be a viable option as building a kitchen in an existing facility can be very expensive. In contrast, food trucks are much more affordable.

Be sure to consider the following when exploring this option:

- -Cost of the truck
- -POS system or register
- -Local fire regulations
- -Local health regulations
- -Local permits to operate
- -Insurance
- -Inventory storage
- -Prep area
- -Credit card processing

FOODIE Solutions



Contracting a food truck to be on the premises of your establishment forgoes some of the initial expenses; however, you also forgo the profits and revenue from the sales.

Be sure to consider the following when exploring this option: .-Obtain all necessary permits and insurance -Read your contracts carefully -Determine when food trucks should arrive -Decide who will handle trash and cleanup



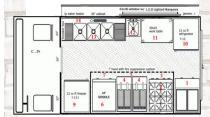
Ideally, you can build out a kitchen within the confines of your establishment. This aids well in the natural process flow of getting food orders to your customers.

Be sure to consider the following when considering building out a kitchen: -Obtain all necessary permits and insurance -Determine if a hood system will be needed -Determine if a grease trap will be required



The experts from Supplies On The Fly make it easy for you to find what you are looking for as they have the largest selection of restaurant essentials anywhere! They carry thousands of equipment options for your professional kitchen.

So whether you decide to open a food truck, kitchen, or anything else in between, Supplies on the Fly is your one-stop source for foodservice necessities.



Have a question about equipment? Not sure which model is rig ht for you? Our product experts are here to help. Contact them today at **1-866-779-8441.**

TALK TO THE EXPERTSTODAY!

Not a Supplies on the Fly customer? No problem. Visit https://www.suppliesonthefly.com/v3/activate

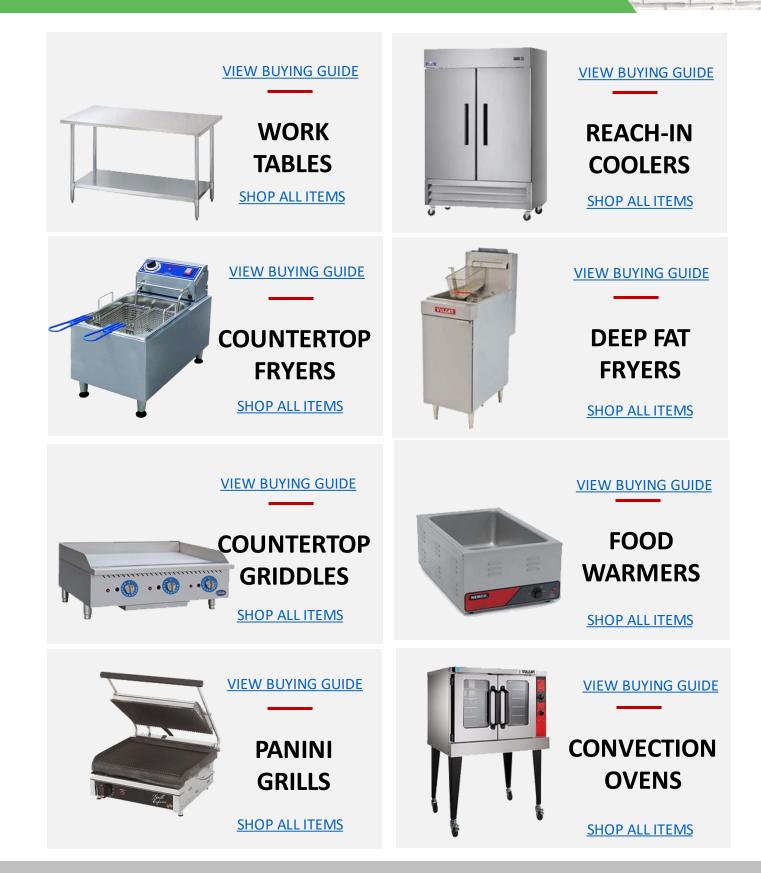
RAISING THE BAR TOOLKIT

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WEIGHING YOUR OPTIONS

Have a question about equipment? Not sure which model is right for you? Our product experts are here to help. Contact them today at:

2 1-(866)779-8441



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supplies

a Sysco company



Plan sufficient staffing and efficient workflow.

While capacity may be limited, adding food or introducing new concepts to your business model creates additional work for your staff. Finding the correct line cooks and prep cooks is critical to your success..

Find employees who have experience in high-volume, short order environments.

CUSTOMER ORDERING & PROCESS

Menu ordering

Determine what menu ordering options are best suited for your operation and customers. The two most popular choices are:

- Contactless solutions such as QR codes for online viewing of the menu
- Disposable one-time use menus

Whichever option you choose, be sure to practice safety by having your employees wearing masks when interacting with the customers.

NEED HELP?

We have a dedicated team of expert marketers in our Marketing Concierge service who will work one on one with you to develop and design your menu solution and so much more! Don't hesitate to reach out to them and experience best in class service and results!

Sysco Marketing Concierge is here to help you succeed!

Contact us at 1-800-380-6348 or info@syscomarketingservices.com

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Click <u>HERE</u> to view Masks on Sysco Shop!

LOOKING FOR MASKS?

The CDC recommends that both BOH and FOH employees wear masks. Look no further as Sysco has the products you need to keep employees and guests safe!

RAISING THE BAR TOOLKIT

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The Importance Of Cross-Utilization

One of the most critical keys to success in controlling costs and maximizing space is the cross-utilization of ingredients in your master recipes. Sysco Executive Chef and Senior Director of Culinary Development states, "It is quite simple, the more frequent use of ingredients across the menu results in less food spoilage and fewer items to store in the inventory. Cross-utilization is a critical component to your recipe for success."

Examples Of Cross-Utilization

Take, for example, a chicken wing concept would see cross-utilization of the wings as you will reuse the same wings for different flavors. Additionally, think of the different variations of wing sauces that can be made from a couple of simple base sauces. Then factor in the carrots, celery and dressing that are served with each meal. This is part of the reason why a wing concept is easy to execute and profitable.

CHEF NEIL'S FOODIE TIPS

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Below is Chef's recap of the benefits of cross-utilization: •*Reduces the risk of spoilage of volatile ingredients* •Simplifies inventorying process with fewer items to count •Enhance ease of food cost calculation •Less complicated food orders •Lends to a reduced footprint for storage and organizational practices



Products CHICKEN WINGS

America has a love affair with chicken wings. They have a unique ability to take on a wide variety of flavors, making them all the more popular as a staple bar food. Pre-roasted wings allow the operator to avoid HACCP dangers found with raw CVP wings and significantly reduces labor and ticket times. Below you will find a couple of our favorite FOODIE recipes (click on the image) and a hyperlink allowing you to view a product list directly in our Sysco Shop online ordering platform.

WING CONCEPTS TO GET YOU STARTED

For more great wing concepts and ideas please contact your sales consultant



Alabama White BBQ Wings Click <u>Here</u> to SHOP the Ingredients



Korean Style Spicy Wings Click <u>Here</u> to SHOP the Ingredients



Mexican Street Corn Wings Click Here to SHOP the Ingredients



Artichoke Harissa Wings Click <u>Here</u> to SHOP the Ingredients

UNDERSTANDING FRYERS

While it is possible to bake wings, the BEST wings are made using a commercial fryer. Below is a brief overview of types of fryers to help you determine which type of fryer would work best for you.

GAS FRYERS

A primary advantage of the gas fryers is their ability to heat the oil quickly, allowing quick and efficient food preparation. Supplies on the Fly carries gas fryers with varying oil capacities to best serve you based off of volume needs.

ELECTRIC FRYERS

Commercial electric deep fryers allow operators to choose between floor and countertop fryers and are convenient when considering space and utility concerns. They offer rapid recovery in between frying cycles allowing for efficient production from the back of the house.

Click Here To View Fryers

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Products

LOADED FRY CONCEPT

Let's face it French fries are among the most popular dishes in the United States, and it is no wonder why. Their versatility is showcased in both appetizers and entrees. French fries are taken to a new level when combined with mouth-watering toppings, these "loaded" fries will not only be a hit with your customers but will generate some serious profit dollars for you as well!



Bulgogi Fries Click <u>Here</u> to SHOP the Ingredients



Peri Peri Fries

Click <u>Here</u> to SHOP the Ingredients



Greek Fries Click Here to

SHOP the Ingredients

French Fry Spotlight

FOODIE

olutions

SHOESTRING FRIES Shoestring fries are ideal for the loaded fries concept as they offer quick cook times, allowing patrons to receive their food quickly.

Many other French fry profiles can be used interchangeably in the recipes referenced on this page, and Sysco has the products you need. Please connect with your sales consultant for more ideas and great products to help you profitably grow your business.



Fattoush Fries Click <u>Here</u> to SHOP the Ingredients



Plant Base Chorizo Fries Click <u>Here</u> to SHOP the Ingredients



Furi Furi Fries Click <u>Here</u> to SHOP the Ingredients



CHEF NEIL'S FOODIE TIPS

"An easy way to create custom sauces for loaded fries is to place mayonnaise in a blender and simply add your desired ingredients."



FOODIE Products **NACHOS, TACOS AND QUESADILLAS**

Tacos, nachos and quesadillas are always crowd-pleasers, and many of the ingredients can be cross-utilized, saving you time, money and space. Below you will find a couple of our favorite FOODIE recipes and a hyperlink allowing you to view a product list directly in the Sysco Shop online ordering platform.



Napolito Tacos Click <u>Here</u> to SHOP the Ingredients



Braised Short Rib Tostada Click <u>Here</u> to SHOP the Ingredients



Vegetarian Quesadilla Click <u>Here</u> to SHOP the Ingredients



Bulgogi Nachos Click <u>Here</u> to SHOP the Ingredients

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Sauces Click <u>Here</u> to SHOP the Ingredients

Products

GOING DISPOSABLE



When adding food service to a business model, it can tend to strain the budget. A simple way to mitigate start-up costs is to go disposable on the majority of your tableware. It will save on labor and reduce some sanitation elements seeing as the tableware being used is single serve. Additionally, the <u>CDC</u> recommends disposable plates and menus when reopening restaurants and bars.¹ This will allow for an enhanced focus on food preparation and service. At Sysco, we offer both traditional disposable items and our popular Earth Plus line of products that gives you environmentally friendlier alternatives to foam and plastic.



Pulp Fiber Disposables Click <u>Here</u> to View the Available Pulp Items on Shop



Plastic Utensils Click <u>Here</u> to View the Available Plastic Utensils on Shop



Plastic Plates Click <u>Here</u> to View the Available Plastic Plates on Shop



Foam Plates Click <u>Here</u> to View the Available Foam Plates on Shop



Napkins Click <u>Here</u> to View the Available Napkins on Shop

To Go and Carry Out Essentials

Portion Control Cups

Click Here to View the Available

Portion Control on Shop

There is a wide array of options available when considering to-go containers. The most cost-effective containers are made of foam; however, they are the least environmentally friendly, so be sure to align with local regulations to determine if you can use foam. Our Earth Plus Mineral Filled Polypropylene is 100% recyclable, durable and features an audible click closure indicator to help prevent messy spills. Check with your sales consultant to review the full line of to-go containers offered by Sysco and which products will best meet your business's needs.



Mineral Filled Polypropylene (MFPP) Disposables Click Here to View the Available MFPP Items on Shop



Foil Disposables Click <u>Here</u> to View the Available Foam Items on Shop



Foam Disposables Click <u>Here</u> to View the Available Foam Items on Shop

ODIE Solutions 11

¹"Considerations for Restaurants and Bars." *Centers for Disease Control and Prevention*, Centers for Disease Control and Prevention, www.cdc.gov/coronavirus/2019-ncov/community/organizations/business-employers/bars-restaurants.html.



Sweet Plus. Zero Calorie Sweetener

Sweet Plus Sysco Sugar Substitute Packet Yellow

5817251



Single-Use Products

Sysco Classic Sugar Packet

4000899



Sysco Classic Pepper Packet

4123212



Sysco Classic Pepper Packet Fluted

4043295



Sweet Plus Sysco Sugar Substitute Packet Green

3504836



Sysco Classic Salt Packet Fluted

4043279



Sweet Plus Sysco Sugar Substitute Packet Blue

5641725



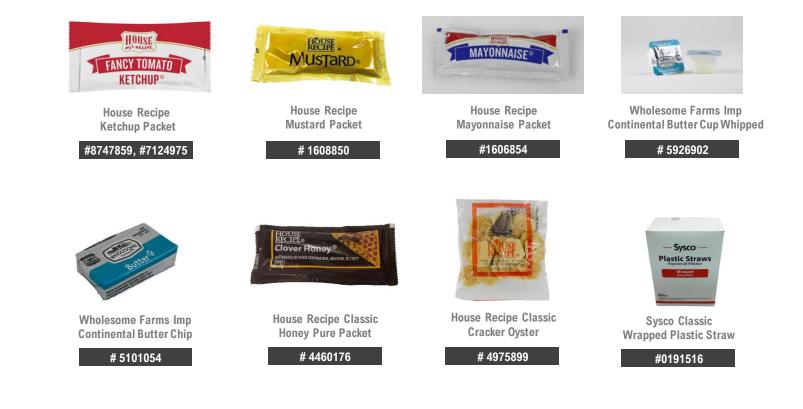
Sysco Classic Salt Packet

4123196

Click here to view products



The CDC "recommends use of disposable items"*, from menus and condiments to napkins, utensils, and dishes. In many cases, single-use products are required for your customers. Sysco has a variety of items to assist you.



Click here to view products

* https://www.cdc.gov/coronavirus/2019-ncov/community/organizations/business-employers/bars-restaurants.html





Marketing

MENU ENGINEERING

Manage Your Menu Content

- Focus on what you do best provide a consistent, quality product that your customers can count on.
- Evaluate and update your menu considering the **4P's** of Menu Engineering:

PROFITABILITY

- Review current item costs and make pricing adjustments based on current market conditions.
- Identify areas where you can switch out ingredients to enhance profitability without compromising quality.

POPULARITY

- · Feature your signature items what are you famous for?
- Review past history or competitive analysis for key offerings.

PREPARATION

- · Select items that require limited preparation and assembly.
- · Cross-train your kitchen staff for maximum efficiency.
- Review and reduce your inventory to minimize stand-alone items and excess stock.

PORTABILITY

- Ensure your items package and travel well maintaining their quality and freshness.
- Invest in the proper carryout containers to maintain temperature and presentation to most closely mirror dine-in experience.

MENU ENGINEERING

INGREDIENTS

CHEF NEIL'S FOODIE TIPS

"Menu engineering is a key unlock to overall menu profitability. Be sure to contact our Marketing Services team for help in engineering your menu"

DASHBOARD

Sysco Marketing Concierge is here to help you succeed!

Contact us at 1-800-380-6348 or info@syscomarketin gservices.com

BAR MENU "WHAT/IF" PROFIT CALCULATOR

Dabble with various scenarios. What happens when you change an item's price, or increase its sales? Find out!

Sysco Studio

					Based on your last month of sales histor				
	AVG MENU PRICE \$8.08 +0.04	AVG FOOD COST \$ \$3.27 —	AVG FOOD COST % 27% —	AVG ITEM PROFIT \$4.63 +0.03	MONTHLY UNITS SOLD 2,242 —	MONTHLY PROHT \$13,877.03 +480.00	ANNUAL PROFIT \$166,524,47 +5,760.00	Care Appotence	
Appetizers (6)	\$10.26 +0.17	\$4.01 —	35% -1%	\$6.25 +0.16	1,246 —	\$7,335.62 +480.00	\$88,027.56 +5,760.00	See Statement Onion Regs	
ПЕМ	MENU PRICE	FOOD COST \$	FOOD COST %	ITEM PROFIT	MONTHLY UNITS SOLD	MONTHLY PROFIT	ANNUAL PROFIT	ESPace States	
Cheesesticks	\$7.99	\$2.29	29%	\$5.7	225	\$1,282.5	\$15,390.00	Aline String	
Chicken Wings (12)	\$14.99	\$8.43	57%	\$6.56	88	\$577.28	\$6,927.36	Salada de Soupa Alar Chicles Sala	
Chips & Salsa	\$5.29 +1.00	\$0.84 	16% -4%	\$4.45 +1.00	480	\$2,136.00 +480.00	\$25,632.00 +5,760.00	Constant and a state and a sta	
Chicken Wings (6)	\$8.99	\$3.54	40%	\$5.45	142	\$773.9	\$9,286.8	Grade And State	
Shrimp Basket	s 12.29	\$4.77 🖨	43%	\$6.52	98	\$508.55	\$6,102.7	Vegetaria	
CU002017	C11.30	CA 77	4204	1673	70	1500 FF	10.100	All and the second of Fightwood All and the second of the	

Cleaning and Sanitizing



Deliver a Powerful One-Two Punch

The most important responsibility of a bar owner is to keep their patrons safe. Keystone's ready-to-use cleaner and sanitizer are reliable partners in preventing germs and bacteria in the common areas of your establishment. Use Orange Force to remove residual grime and grease and then follow up by spraying Keystone Bleach Disinfectant.



STEP ONE

Orange Force is a nonabrasive multi-purpose cleaner for use in foodservice and housekeeping operations. It provides streakfree results with a pleasant orange fragrance and can be used on various surfaces to remove soils without leaving a film. Use on all types of tabletops, painted walls, doors, and bathroom surfaces.



STEP TWO

Keystone Bleach Disinfectant is one solution to disinfect, deodorize, and remove stains. Specially formulated to kill 99.9% of germs including cold, flu, Norovirus and Hepatitis A. Effective against Norovirus and Hepatitis A when left on a surface for one minute.



Marketing

CONTACTLESS ORDERING



Utilize QR Codes

Your customers are looking for a convenient and safe way to view and order from your menu when dining. To meet these expectations, and as an alternative to disposable menus, you may want to offer your menu online and viewable to your customers from their smartphone or tablet. This can be done quickly and easily by using a QR code.



QR codes link customers to your:

- Contactless menu
- · Online ordering for dine-in, patio, and takeout
- Website, social media, and image gallery
- · LTO's, special features, and promotions
- Virtual "marketplace" to sell signature items, family-style bundles, and take & bake meal kits

Sysco | Studi@

Want to do it yourself? Login in at <u>syscostudio.com</u> or ask your Sysco Sales Consultant for more information.



Contactless Ordering! Scan this QR code using the camera of your smart phone or tablet to view our menu.





Marketing

COMMUNICATING FOR SUCCESS

Now that you have thought through your menu concept, it's time to spread the word about your new offerings. The Sysco Marketing Concierge offers strategies and customized marketing pieces designed to help you communicate your message.

Spread the Word

Many guests are excited to dine out again, and it's important they know their favorite place is now open and offering a new or expanded menu. Post photos of the bar area, food and menu on your social media channels to get the word out. Don't forget to update your Google and Yelp business listing and your Open Table gallery to showcase to your customers the new experience they can expect.

FOUR TIPS FOR SUCCESSFUL COMMUNICATIONS

- Communicate frequently
- Showcase the safety standards you have implemented
- Provide information on how customers can order – including 3rd party marketplaces
- Market promotions you may be offering

Sysco Marketing Concierge is here to help you succeed!

Contact us at 1-800-380-6348 or info@syscomarketingservices.com







Safety & Sanitation Marketing Kit Solutions

Let your customers know that their health and safety is your top priority by communicating via these marketing essentials. Sysco Marketing Concierge is here to help you customize these pieces for your establishment, providing you with print-ready PDF files for you to print locally.



8 FOODIE Solutions



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distance.

Social Distancing

AND MARKETING KIT

Let your customers know that you are following recommended safety and social distancing guidelines by communicating via these marketing essentials. Sysco Marketing Concierge is here to help you customize these pieces for your establishment, providing you with print-ready PDF files for you to print locally.

11x17 Posters





Floor Decals





Sysco Marketing Concierge is here to help you succeed!

 Contact us at 1-800-380-6348 or info@syscomarketingservices.com

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RAISING THE BAR TOOLKIT

Floor Decals



FOODIE Solutions

BAR FOR TODAY

I need to drive the food to alcohol ratio of overall sales. What can I do? Sell 5 beers and an entrée for \$25 Enter the food as \$20 and beer as \$5 in sales. You can legally sell beers for a dollar, but your ratio is 4:1 in favor of food.

How do I avoid unwanted attention that could shut down my bar? Be sure to keep social distancing measures to avoid attention and stay under 50% occupancy for safety in order to avoid the unwanted attention of local authorities.

What is one way I can inspire consumer confidence? Walk every inch of the operation regularly, anywhere the customers can go, if there's clutter or dust, use Keystone cleaner and disinfectant. Additionally, remove clutter from both public and work spaces.

I'm afraid of my menu growing old and stale. Any ideas to keep it fresh? Be sure to feature limited time offers (LTOs). Repeat the best-selling ones occasionally, while paying attention to what is not moving on the menu and eventually swap them out.

Please review federal, state and local regulations to ensure your compliance with the various laws. For safety and sanitation, stay up to date and check the latest information on CDC.gov



The Sysco iCare program is designed to make you more efficient, increase your profitability and make it easier for you to manage your operations.

The intent is to help drive business in the front and back of house with our holistic collection of offerings, encompassing our specialized services, restaurant technology, tools, partnerships, and personalized consultation.

We have partnered with best-in-class companies to make sure our customers have the right tools to optimize their business and increase traffic.



FOODIE Solutions 21

S/SCO' ICARE Service Partnerships



Company Description

Ordereze is a restaurant-specific online marketing/online presence solution where everything from your website and your social media, to your online ordering and more is managed from one dashboard with one company. We provide restaurants with the ability to seamlessly engage with, promote to, and provide exceptional products and services to their customers.

Value:

Ordereze is the only company of its kind, providing restaurants with a cost-effective and easy solution to manage their entire online presence. We are also truly a company that is by restaurants for restaurants, our founder is a restaurant owner himself and went through the struggles of trying to find a marketing company that understood him as a restaurant owner and how to successfully market a restaurant. We are well known for our customer service - in fact, we have the lowest churn rate in the industry and the typical lifetime of our customer is over 6 years - over 85% of our staff overall has worked in the food service industry as well!

Product Offering:

Custom packages are created based off each customer's specific needs, goals, day-to-day operations, and budget. Offerings include: Web Hub, Social Hub, Social Websuite, Do it for Me Social Posting, Do it for Me Review Response, Do It For Me Email Marketing, Online Ordering Pro, Wi-Fi Connect, Menu Sync.

Email busdev@ordereze.com, call 631-271-3470 or visit www.ordereze.com to learn more.

SYSCO EXCLUSIVE PRICING:

Setup fees waived or reduced for all Sysco customers. Fees not waived can be financed over up to 8 months.

All services discounted, reach out below for more information on the specific services and offers you need.

WEBSITE ONLINE ORDERING SOCIAL POSTING





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For more information about how Sysco can support your business please go to www.syscomarketingservices.com

Questions? Email us at info@syscomarketingservices.com

Sysco i icare Service Partnerships

Constant Contact"

Company Description

Constant Contact is a leader in online marketing with a mission to provide people with a smarter way to market a small business. Our platform has all the right tools, all in one place—with email, social, and search marketing tools to help you find new customers and keep them coming back. Connect with award-winning marketing advisors who know marketing across industries inside and out—and provide practical advice at every step of the way. We offer the right approach to online marketing to achieve the results you want.

Product Offering:

Customizable Email Templates: Quickly create beautiful, branded, and mobile-responsive emails that look great on any device. Social Media Tools: Get connected to new audiences and attract new customers with Instagram and Facebook ads.

List Building Tools: Drive more traffic to your site with Google Ads, or grow your list with website sign-up forms, lead generation landing pages, text-to-join, Facebook lead ads, and more.

Advanced Features & Integrations: Drive engagement and results with subject line texting, automated email series, and behavioral segmentation to deliver personalized content.

Real-time Reporting: Review email results, website performance, and traffic results quickly to see what is working and improve your marketing strategy.

Marketing Advice and Expert Support: Get your marketing and technical questions answered fast by our marketing advisors and award-winning support team.

CLICK HERE TO LEARN MORE

www.go.constantcontact.com/promo/sysco/signup

For more information about how Sysco can support your business please go to www.syscomarketingservices.com

Questions? Email us at info@syscomarketingservices.com

SYSCO EXCLUSIVE PRICING:

Sysco customers receive **20% offf!** Constant Contact email marketing services.

EMAIL, SOCIAL, & WEB MARKETING TOOLS





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Sysco FOODIE Stutions

Need help in Raising The Bar?

Contact your Sales Consultant or Sysco Concierge Services at 1-800-380-6348 or info@syscomarketingservices.com

> Please review federal, state and local regulations to ensure your compliance with the law. For safety and sanitation, stay up to date and check the latest information on CDC.gov. Consult your legal advisors regarding any risks associated with starting a new venture or implementing any recommendations.